



Todd F. Silbergeld
Director-
Federal Regulatory

SBC Communications Inc.
1401 I Street, N.W.
Suite 1100
Washington, D.C. 20005
Phone 202 326-8888
Fax 202 408-4806

October 18, 1996

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OCT 18 1996

Mr. William F. Caton
Acting Secretary
Federal Communications Commission
1919 M Street, N.W., Room 222
Washington, D.C. 20554

Federal Communications Commission
Office of Secretary

Re: Telecommunications Services Inside Wiring;
Customer Premises Equipment, CS Docket No. 95-184

Dear Mr. Caton:

In accordance with the Commission's rules regarding ex parte presentations, please be advised that yesterday, Randy Tomlin, Kathleen Rehmer, and the undersigned, representing SBC Communications Inc. (SBC), met with JoAnn Lucanik, Rick Chessen, Larry Walke, Lynn Crakes, and Alexis Johns of the Cable Services Bureau's Policy and Rules Division. The purpose of the meeting was to discuss SBC's stated position in the above-referenced rule making docket.

Written materials, which were used during the presentation, are attached to this letter for inclusion into the official record in this docket. Pursuant to Section 1.1206(a)(1) of the Commission's rules, 47 C.F.R. § 1.1206(a)(1), two copies of this letter and the supporting materials are provided for your use. Due to the late hour at which the meeting concluded, we are filing this notification today.

Should you have any questions concerning the foregoing, do not hesitate to contact me.

Sincerely,

Todd F. Silbergeld

Attachment

cc: Ms. Lucanik
Mr. Chessen
Mr. Walke
Ms. Crakes
Ms. Johns

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CABLE INSIDE WIRE
for
MULTIPLE DWELLING UNITS

CS Docket No. 95-184

Ex Parte Presentation
SBC Communications Inc.

October 17, 1996



Ex Parte Presentation
CS Docket No. 95-184
October 17, 1996

Telephone Inside Wire for MDUs

- ❖ **The Minimum Point of Entry (MPOE) for telephony services is determined by customers' needs.**
- ❖ **Generally, the MPOE for telephony customers is each apartment unit (not a central point for each building, unless the owner requests).**



SBC's Current Approach to Cable Inside Wire

- ❖ **SBC wants flexibility to meet customers' needs for cable inside wire.**
- ❖ **SmartMoves has marketed mainly to new MDUs.**
- ❖ **SBC's SmartMoves sales force works with apartment owners to offer cellular, video, and telephony services.**
- ❖ **Apartment owners then act as exclusive agents for SBC, selling tenants the various services.**



*Ex Parte Presentation
CS Docket No. 95-184
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SBC's Position on Cable Inside Wire Issues

- ❖ **The FCC can best facilitate competition by encouraging the market to operate through negotiations rather than regulation.**
- ❖ **It is premature to decide the number of issues raised in the NPRM. The FCC should collect empirical data regarding the extent and shape of convergence in the market for broadband services before making sweeping policy changes.**



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"Fresh Look" Policy

- ❖ **Meeting customer needs in existing MDUs will require a different approach since franchised cable operators have locked up apartment owners with exclusive and sometimes, perpetual contracts.**
- ❖ **SBC supports a "fresh look" period that would remain open until 180 days after the FCC determines that the franchised cable operator serving the MDU faces effective competition.**



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